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MAIL BRANCH

October 7, 1992

Office of the Secretary
Federal Communications Commission
1919 M Street, N.W.
Washington, D. C. 20554
Attn: Docket No. 92-90

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Re: Telephone Consumer Protection Act of 1991

Dear Sirs:

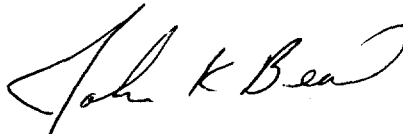
It has come to my attention that the Federal Communications Commission is drafting a regulation to restrict person-to-person solicitations to residential homes. I am writing to let you know how important "cold calling" is to my business.

"Cold calling" is my way to reach the general public and let them know, adverse to what they are reading and hearing from the news media, that Real Estate is still one of the best investments they can make today. It is also a means to let the people know the market activity in their neighborhood, thereby continuing to keep real estate active, which definitely stimulates the economy.

We, in the Real Estate field, are very courteous in our calling. "Cold calling" is one of the most important aspects of our business. It would be devastating if this regulation were to pass.

Please give this careful consideration.

Sincerely,



John K. Beaird
9308 Darcy Ct
Santa, CA 92071
(619) 596-1973

East County Office
2916 Jamacha Road
El Cajon, CA 92019
(619) 670-6011

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 **McMillin Realty**
A COMPANY OF THE MCMILLIN COMPANY

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Re: Docket No. 92-90, Telephone Consumer Protection Act of 1991

Dear Mr. Secretary,

I am a real estate professional in the city of San Diego, state of California, and I am writing you this letter to give you some insight on the importance of "Cold-Calling" or person-to-person solicitations and the impact it would have on my business and in our industry if this particular type of prospecting was stopped or restricted.

As a real estate professional I depend on telephone prospecting to make my business prosperous. It is a very important and productive way to prospect for new clients, which makes up 35% of my business. I have spent many dollars in educating myself on this subject and feel very strongly on how this system of prospecting gives direct and immediate results. I know that most other people in my profession feel the way I do.

My family and I depend on my business and I cannot let them down. I do not, and will not support any legislation that will directly hurt my business. I also cannot support anyone or group that is responsible or in favor of this regulation.

Thank you for your valuable time.

Sincerely,

Richard Faust

McMillin Realty

MEMBER

PHH Homequity Relocation Service

San Diego Board of REALTORS®, Carlsbad Board of REALTORS®, Coronado Board of REALTORS®, East San Diego Board of REALTORS®
La Jolla Real Estate Brokers Association, Point Loma/Ocean Beach Realty Association, San Diego Board of REALTORS®, Rancho-Temecula-Murrieta Board of REALTORS®
Multiple Listing Service, California Association of Realtors, National Association of Realtors

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OCT. 14, 92

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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Office of the Secretary:

MAIL BRANCH

Concerning Docket # 92-90 Telephone
Consumer Protection Act of 1991.-
I'm a Real Estate Agent and in
this Business time is of the
essence. I depend & rely alot
on my Beepers with the use
of the Telephone. With the economy
being the way it is and with
both Husband & wife working being
the Telephone is much easier &
convenient for the Active Sales
person. I don't feel that this Bill
passing will help the economy nor
the Consumer. Please I beg you
on Bended knees not to pass
this law.

Very Sincerely
Debra Washington

East County Office
2916 Jamacha Road
El Cajon, CA 92019
(619) 670-6011

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